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## National Institute of Aerospace's Move to New Facility Spurs Development of Hampton's 250-Acre Business Park

On Mar. 12, 2004, the City of Hampton, Craig Davis Properties and the National Institute of Aerospace (NIA)'s groundbreaking ceremony officially moved forward the construction of a new 60,000 square-foot, high-tech facility and began development of the Hampton Roads Center North Campus in Hampton. On property acquired from the Hampton Industrial Development Authority, the building will be developed and owned by Craig Davis Properties, Inc. The three-story building, Class A office space, will offer the latest, state-of-the-art technology and design. The NIA will initially lease approximately 30,000 square feet scheduled for completion in early 2005. The City's long-range plans



*Proposed architectural rendering of the National Institute of Aerospace 60,000 sq. ft. building. The NIA will lease 30,000 sq. ft. initially in early January 2005.*

will allow the Institute to grow and expand in the campus setting.

The NIA's new location - 1.52 miles from NASA Langley Research Center - will establish a permanent presence for first-class research and graduate education capability in Hampton. Funded by NASA Langley at an estimated \$118 million, over the first five years, the NIA is designed to grow into an operation that will sustain itself by securing grants and industry contracts.

"The new facility will offer great advantages to our research and education programs. Technology additions including wide-band communication equipment will enhance our distance-learning capabilities. It will offer a research-intensive environment for our faculty and staff scientists to collaborate

with NASA Langley researchers and our other partners," said Robert Lindberg, President, National Institute of Aerospace.

"This ground-breaking is an important milestone in our partnership with the foundation, universities,



*Officials participating in groundbreaking ceremony at the NIA's permanent site.*

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**Volume 7 Issue 4**  
MARCH/APRIL 2004

## Hampton Companies Achieve Success

Companies are finding successful business environments in Hampton, developing trend-setting technologies and making national headlines. *Analytical Mechanics Associates, Inc.*, supported numerous NASA missions with technical expertise and most recently developed the 3D simulation for the Mars Rover project. *Computer Science Corporation (CSC)* won

a five-year, \$24 million contract to develop training lessons for Army soldiers using futuristic weapons. Boeing and SAIC welcomed CSC to the contract Future Combat Systems One Team early this year. *Vigyan, Inc.*, won the 2003 R&D 100 Award from R&D Magazine for its Pilot Weather Advisor system, now being sold by WSI Corporation as WSI InFlight.

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## Staff Report: Hampton Roads Center Owners Association Now Active

The Hampton Roads Center (HRC) Central and South Business Campuses now has an active owners association. In November, the association held elections and voted in a new slate of directors, as follows:



Marvin Mathes, NDS,  
President,  
HRC Association

**President:** Marvin Mathes, NDS  
**Vice President:** Craig Cope  
Liberty Property Trust  
**Secretary/Treasurer:** Ray White, Economic  
Development  
City of Hampton  
**Director:** James Wilson  
Parks and Recreation  
City of Hampton  
**Director:** Ed Wirick,  
Advantis Realty



Craig Cope,  
Liberty Property  
Trust, Vice President,  
HRC Association

The first major task undertaken by the association is to privatize the maintenance of the common areas in the HRC South and Central Business Campuses starting July 2004. Hampton Department of Economic Development staff will continue to assist with this effort. The association will periodically hold general meetings, which present an opportunity for property owners to network while providing a common voice. ■



Ed Wirick, Advantis  
Realty, Director HRC  
Owner's Association

## Hampton Wins 2003 Southern Economic Development Council Awards

The City of Hampton, Department of Economic Development won two awards in the 2003 Southern Economic Development Council (SEDC) Literature and Promotion Awards. Hampton's 16-page promotional brochure received a *Rating of Excellent* and the Hampton Motorsports Technology Alliance DVD a *Rating of Merit* in the categories of general-purpose brochure and computer multimedia, respectively. Nearly 200 entries were submitted for this annual awards program with states represented from the southern and mid-Atlantic regions. Entries were rated on graphic appeal; clarity and appropriateness of message; positioning and differentiation; and quality and completeness of

information. This year's competition included 27 categories. SEDC is the oldest and largest regional economic development association in North



Hampton Vice Mayor Paige Washington (far right) presents SEDC Awards to Ray White, Director of Economic Dev., and Von Gilbreath, Sr. Development Manager, at the Feb. 25th City Council Meeting.

America. It has more than 1,000 members representing local, regional and state development agencies, chambers of commerce, business and industry, utilities, transportation, finance and education. ■

## Peninsula Alliance for Economic Development Private Sector Fundraising Campaign Underway

The Peninsula Alliance for Economic Development (PAED) would like to encourage Hampton's private companies to become members and financially support the Alliance. "Each time new good-paying jobs and new taxable investment is attracted to the Peninsula, the existing business community benefits because this is their marketplace," says Richard Weigel, President and CEO, PAED. "Add our proactive approach to workforce development and we're

able to directly address critical human resource needs for companies in the region." While



Peninsula Alliance for  
Economic Development

the Alliance's governing board continues to seek ways to improve the region's private sector support for economic development, the corporate support of the private business community is essential. For more information on PAED membership benefits, call 757-826-3327 or visit [www.paed.org](http://www.paed.org). ■



## Data Management Group Opens Corporate HQ in Downtown Hampton

Data Management Group hosted a ribbon cutting ceremony and open house of their new corporate headquarters Friday, January 16. Located in Harbour Centre on the 9th floor, Data Management Group's new expanded offices offer a view of the Chesapeake Bay and the Hampton waterfront. This facility will serve as the new corporate headquarters and will include an expanded training facility for their clients. Since 1995, Data Management Group has established offices in Northern Virginia, Washington, D.C., Richmond and Dallas, Texas. Data Management

Group specializes in assisting individuals, work groups, and corporations in the pursuit of efficient and effective access to critical information. Professional affiliations with companies such as Business Objects, Crystal Decisions, Micro Strategy, DataBeacon, Remedy, Oracle, Cognos, IBM and Microsoft benefits Data Management's clients with the best in class solutions for their business reporting and informational needs. Last September, the company was recognized as a member of *Washington Technology's Fast 50* as one of the hottest up-and-coming small businesses and 8(a)

companies in the government IT arena. Visit [www.dmgrpt.com](http://www.dmgrpt.com) for details. ■



Keith Boyer, Vice President and Carolyn Boyer, President, pose with Hampton's Vice Mayor, Paige Washington at the company's open house.

## AT Systems to Locate in Copeland Industrial Park

AT Systems is the third largest armored car company in the United States that is expanding on the East Coast. AT Systems will locate in Copeland Industrial Park, at the corner of Aluminum and E Streets. The total investment in real estate is anticipated to be \$1.2 million, for a

12,000 sq. ft. facility. About 25 new jobs are anticipated, including truck drivers, security personnel and cash management processors. From a modest beginning over 60 years ago, AT Systems has grown to become one of America's premier cash logistics providers. AT Systems has an extensive network of cash vault

processing centers, located throughout the country. Their customers are predominantly multi-unit retailers operating cash-intensive businesses and financial institutions. AT Systems helps its customers manage the movement of information, cash and other valuables securely. ■

## Luna Innovations Relocates from Incubator to Langley R&D Park

— Governor Announces Company CEO Kent Murphy as Outstanding Industrialist of the Year —

Luna Innovations' Hampton Roads office has relocated from the Hampton Roads Technology Incubator to 130 Research Drive, in the Langley Research and Development Park just minutes away from NASA's main gate. Luna Innovations acquired Nascent Technology Solutions, LLC in May of 2003. Nascent, one of the original clients and tenants of the Hampton Roads Technology

Incubator, is now a branch of Luna and concentrates in the development of new diagnostic measurement technologies and instruments for non-destructive evaluation. The company's products can be used in applications ranging from inspection of microelectronics to ship hulls and are of particular interest to companies in the aerospace, marine, medical, utility, and electronic industries. Luna Innovations located to space outside the incubator to meet the needs of a rapidly expanding business base and technical staff. The new office and lab space totals 9,935 sq. ft. and is located in a Virginia Enterprise Zone and also in Hampton's Technology Zone.



CEO Kent Murphy, Luna Innovations, selected as Virginia Outstanding Industrialist of the Year.



Headquartered in Blacksburg, Luna is responsible for bringing to Virginia more than \$125 million in Small Business Innovation Research (SBIR) awards, venture capital, large corporate partnerships and product revenue. Luna is one of the top three companies in the U.S. for overall SBIR awards won. Visit [www.lunainnovations.com](http://www.lunainnovations.com) for details. ■

# City's Land Development Services Office Opening in May

— One-stop Customer Service Shop Will Streamline Construction Process for Businesses —

The City of Hampton is excited about the future opening of its Land Development Services Office. "The 1998 Strategic Plan set out an aggressive five-year re-engineering and implementation plan that sought to redesign many organization services to improve convenience, speed and quality of service while also achieving cost savings," said Mary Bunting, Assistant City Manager. One of those services was land development. The result of that is about to come to fruition May 2004.

The office will be located adjacent to the Central Permits Office on the third floor of City Hall in Downtown Hampton at 22 Lincoln Street. The co-location of City staff will provide a "one-stop customer service shop" for Hampton businesses, developers, contractors, citizens or their agents who are considering any construction within the City. The LDS

office assigns a "point of contact" to every project, which keeps the project moving forward.

Some aspects of the re-engineering have been implemented, such as a Conceptual Meeting. The team encourages all customers to take advantage of a conceptual meeting during the pre-design phase. The meeting is held with the team early on in the development process to provide the business with direction, assistance and answer questions saving time and money. The team is comprised of City professionals such as staff from Engineering Services, City Architect, Codes Compliance, Economic Development, Retail Development and Planning. ■



*"The team will meet with you to review drafts of plans before you spend the engineering dollars," said Steve Adams, President of Pomoco Developments Inc. "Every locality has their own rules and regulations regarding development and many times you have to go to four or five different departments to get your questions answered. In Hampton, I don't have to do that. This ultimately saves the customer time, and in the business community, time is money."*

## Bihrlle Labs Expands in Langley R&D Park

In response to a growing customer base and demand for technical services, Bihrlle Applied Research (BAR) will expand its physical facilities by purchasing a two-acre parcel of land in Langley Research and Development Park. Centrally located at the corner of Research Drive and Basil Sawyer Drive, Bihrlle will erect a 10,000 sq. ft. one-story building costing \$1 million dollars housing its offices and simulator laboratory operations. Estimated completion date is November 2004.

One of the first few companies to work with the City of Hampton's new Land Development Services (LDS) office, Bihrlle coordinated its land purchase, site plan and building approval process through LDS. "We have been very pleased with the excellent response and support from the LDS personnel. Our contractor (who has a lot more

experience with other city operations) has been very complimentary of the cooperation and turnaround," said company President, John N. Ralston. Bihrlle is a world-class aerospace technology company that has specialized over the past 30 years in the testing and simulation of all types of aircraft in

techniques, all aspects of simulation and simulation software development. The company was recently recognized as one of Lockheed Martin's Preferred Team Members as part of the new Joint Strike Fighter aircraft development program.

BAR employs nearly 20 employees with engineers earning



Hampton. The company's engineering staff is internationally recognized in the fields of high-angle-of-attack aerodynamics, dynamic data acquisition, novel wind tunnel test

salaries between \$45,000 - \$125,000 annually. Visit the company's website at [www.bihrlle.com](http://www.bihrlle.com) for additional information. ■

## Hampton Partners With VECTEC To Offer New Grant E-Commerce Program for Businesses

The City of Hampton has set up a new \$30,000 grant program to assist for-profit small to mid-size businesses to obtain access to e-commerce marketing solutions available at the Virginia Electronic Commerce Technology Center (VECTEC). All businesses in Hampton are eligible to apply.

Sample services offered may be categorized in website development/enhancement, search engine optimization, and online sales tools for starters. The program provides for a grant ranging from:

- \$1,500 to \$2,500, as a 50% match to assist businesses to obtain VECTEC services.
- For minority and women-owned businesses, the amount of the grant goes up to \$4,500, with the maximum amount being 50% of the cost of the project. The grant program will be in place by April 2004.

- To qualify, the business must be a for-profit entity, and must be located in Hampton. VECTEC will further review the business' needs and determine how its services can help the business in improving performance, reducing costs or increasing sales.

*Grant Program will be unveiled at the Hampton Business Ambassador Breakfast on April 13, 7:30 am, Hampton Holiday Inn. Call 727-6237 to RSVP.*

The program is funded by the City of Hampton and administered by VECTEC. Businesses interested in applying for the grant should contact VECTEC at 757-594-7092. ■



*VECTEC staff member demonstrating e-commerce solutions to a client.*

## VECTEC: A Regional Business Resource

VECTEC's services have benefited several businesses in Hampton Roads as well as Virginia already with an average return on investment exceeding \$34 for every dollar spent on VECTEC services. In the information age, businesses that keep up with the latest technologies find economies of scale and are able to use their resources better, while reaching a larger audience. This eventually results in business growth and in some cases makes the difference in helping a business to survive. VECTEC surveys of its clients show that VECTEC's efforts to expand e-commerce at small to medium-sized businesses, non-profits and local governments has created



*VECTEC developed a multi-phased database project for ContactDirect (a Hampton company) to support international commerce in the food and beverage industry. ContactDirect recently hired their fourth employee to support the on-line business component. The web site is attracting customers from all over the world. [www.contactdirect.com](http://www.contactdirect.com) Note: Company-secured services of VECTEC prior to city's new grant program.*

increasing revenues including expansion of business outside the state, cost savings and new jobs. To date, VECTEC services have resulted in \$11 million in either cost savings or revenue, the addition of 39 jobs with an average salary of \$37,000 and the retention of 71 jobs that otherwise would have been lost. Some of VECTEC customers are ContactDirect, C.W. Hines & Associates, PenSoft, and Smithfield Foods. VECTEC is located on the campus of Christopher Newport University in Newport News. For more information or to join the growing list of businesses that benefit from VECTEC services, check out their website at [www.vectec.org](http://www.vectec.org) or call 757-594-7092. ■



## Bass Pro Shops Officially Arrives in Hampton

**B**ass Pro Shops Outdoor World, the nation's leading outdoor retailer and new anchor tenant at the Power Plant of Hampton Roads, is receiving rave reviews in Hampton and the surrounding region. The 110,000 sq. ft. outdoorsman paradise offers the area's most comprehensive collection of fishing, hunting, camping, and marine items - including golf, clothing, gift and footwear product lines. Boat sales have started off on a good note too - reflective of the many "water lovers" in the region.

Over 80,000 people attended the successful grand opening weekend which commenced Nov. 13, 2003. It is estimated that Bass Pro will bring 1.5-2 million visitors who will dine, shop and stay in Hampton hotels. In addition to Bass Pro, many more shopping

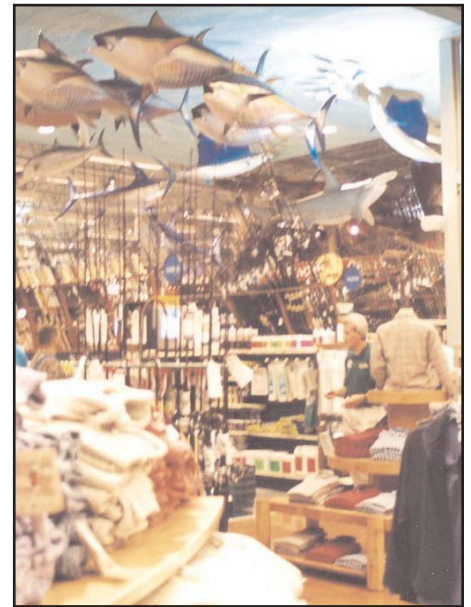
experiences are on their way. Themed restaurants and dynamic

### UPCOMING STORE EVENT:

Camping &  
Boating Classic  
May 15-23, 2004

entertainment tenants are arriving soon such as *Joe's Crab Shack*, *Johnny Carino's Country Italian Restaurant*, *Lone Star Steakhouse and Saloon*, *Coldstone Creamery* and other exciting venues. Also, *Five*, an upscale first-class lounge and nightclub, and *Jake's Garage*, a 25,000-square-foot restaurant with live music, entertainment and interactive games, will soon call

Hampton home. Check out the city's website at [www.hampton.gov](http://www.hampton.gov) for updates. *Source: City Page.* ■



Interior photo of Bass Pro Outdoor World, 110,000 sq. ft. store.

## Virginia Air and Space Center Soars to New Heights with New Aviation Gallery

**V**isitors can be transformed from an "everyday Joe" to a pilot in just one day at the Virginia Air and Space Center's New *Adventures In Flight* gallery. Since the Nov. 8th opening of the 6.4 million, 1-million-cubic-foot interactive gallery, admissions to the

the gallery will not only feature the Wright Brothers, but highlights Hampton and the surrounding region's significant role in commercial, general and military aviation. An *AirTran Airways DC-9* dominates the main gallery and invites visitors to step aboard and

sit at the controls of a *Boeing 717 Glass Cockpit Flight Simulator*. Replicas of the *1903 Wright Flyer*, the *N2S-3 Stearman* and the *Piper J-3 Cub* are also on hand. On the exhibits lower level, visitors can also get up close and personal with a B-24 bomber and a mockup of the

F/A-22 Raptor—the U.S. Air Force's newest power. Hampton and the

region are steeped in aviation history and continue to play its part in modern aeronautics. As the visitor center for NASA Langley Research Center and Langley Air Force Base, the Virginia Air & Space Center has connected its new exhibits with the region to celebrate aviation daily. Visit the center's website at [www.vasc.org](http://www.vasc.org) for additional information. ■



New \$6.4 million aviation gallery in the Virginia Air and Space Center.

Virginia Air & Space Center have increased by 25%. New exhibits in

### NASCAR

NASCAR 3D zooms onto the Riverside IMAX Theater at the Virginia Air and Space Center Mar. 12, 2004 thru early summer. Experience the high-speed, non-stop thrills of today's racing elite that has captured the imagination of fans globally. Visit [www.vasc.org](http://www.vasc.org) for show times.

## Small Business Seminar Series Returns

The Hampton Roads Small Business Development Center will offer a *Spring Business Series* with session topics addressing Strategic Planning, Marketing a Small Business and Financing the Small Business: Local Resources.

Date: May 10, 17, and 24, 2004

Time: 6:30 - 8:30 p.m.

Cost: \$10/per person

(payment must accompany registration)

Peninsula Workforce Development Center, 600 Butler Farm Road, Conference Room, Hampton (near Thomas Nelson Community College).

**Registration deadline is April 30, 2004.** Contact Ebony Purdie at 757-865-3128 for details. The City of Hampton Departments of Economic and Retail Development are participating sponsors. ■

## Companies Achieve Success

continued from page 1

Other Hampton companies have also weathered the fluctuations in the economy and brought in new jobs and investments. *West Corporation* added 300 employees. Other businesses such as *Cubic Applications*, *Remarque and Whitney*, *Bradley and Brown* witnessed slight employment increases. *Main Industries* and *Hudgins Contracting* relocated their headquarters to Hampton with the purchase of a 16-acre site in Copeland Industrial Park, bringing \$2 million investment and 200 jobs to the city. The above companies and related successes represent just a few highlights from calendar year 2003. ■

## National Institute of Aerospace Spurs Development

continued from page 1

researchers, students and faculty that make up the NIA. This state-of-the-art facility will help the Institute contribute to the President's exploration vision as well as NASA's mission to understand and protect our home planet, explore the universe and search for life, and inspire the next generation of explorers through aerospace and atmospheric sciences research," said Roy D. Bridges, Jr., Director, NASA's Langley Research Center.

As a catalyst for economic development, the NIA is the city's latest, high-wage job creation initiative projected to employ scientists and engineers earning salaries of \$80,000 a year and above in the coming years. "The National Institute of Aerospace will have a measurable impact on the Hampton Roads economy. It will contribute \$7.8 million in new regional economic activity to the region and lead to the creation of over 150 new, high paying jobs to the area in 2004. These impacts will grow with the passage of time as activity at the Institute increases over the years. In addition, it along with other quality research institutions already in the region, can help to provide a nucleus around which other new high-quality economic activities can grow," comments John Whaley, Deputy Executive Director, Hampton Roads Planning District Commission.

## Hampton Roads Center North Master Plan

Craig Davis Properties will design and develop the first quadrant of the Hampton Roads Center North Campus. "Our company sees this as building an environment, not just a building. The NIA will be the anchor tenant of the first 60,000 square foot building of a proposed (six building) 360,000 square foot, Class A research campus designed to meet the existing and future needs of the NIA and the emerging technology development community," said Steve Mallon, a partner with Craig Davis Properties.

Hampton Roads Center North, a 250-acre campus, represents the City's last major greenfield opportunity for industrial and commercial development. To date, the City has invested over \$4 million in infrastructure for phases one and two. Next year, an additional \$3 million is planned for phase three. Infrastructure improvements such as roadways, utilities and manmade lakes are underway. For more information on the NIA and a list of member universities, visit [www.nianet.org](http://www.nianet.org). ■

*Editor's Note: At press time, the City's Engineering Department was advised that efforts to obtain a permit from the U.S. Army Corps of Engineers allowing construction of a new roadway in HRC North - Commander Shephard Boulevard - has been approved.*

**THE \$25 MILLION VDOT FUNDED PROJECT WILL BEGIN BY YEAR'S END.**

## Quarterly Calendar

| Date   | Event   | Host   | Fee Charged |
|--|---|--|-------------|
| April 8  | Tech Nite '04 Awards  | Hampton Roads Technology Council<br><a href="http://www.hrtc.org">www.hrtc.org</a> , e-mail: <a href="mailto:info@hrtc.org">info@hrtc.org</a><br>or phone 757-249-1585 | Yes         |
| April 13   | Hampton Business Ambassador Breakfast<br>Hampton Holiday Inn, 7:30 a.m. | City of Hampton, Dept. of Economic Development<br>E-mail: <a href="mailto:thudgins@hampton.gov">thudgins@hampton.gov</a> or call 757-727-6237                          | No          |
| April 22   | Copeland Industrial Park<br>Hampton, VA, 11 am-2 pm                     | Copeland Industrial Park Business Assoc.<br>Call Howard Jordan, Ph #838-7777   | No          |
| April 22-23  | Managing and Financing Small<br>High-Tech Firms, Roanoke, VA            | Virginia Commonwealth University,<br>Office of the Vice President for Research<br><a href="http://www.sw.edu/pac.html">www.sw.edu/pac.html</a> , phone: 804-897-0454   | Yes         |
| May 17   | Virginia Business Appreciation Week                                     | Virginia Dept. of Business Assistance<br><a href="http://www.dba.state.va.us">www.dba.state.va.us</a>  | No          |
| Virginia Enterprise Zone 2004 Application Deadlines:<br>Virginia Enterprise Zone Program - Mar. 31, 2004 |   | Virginia Enterprise Zone Program (Job Grants) - May 1, 2004<br>Hampton Technology Zone - June 30, 2003   |             |

*The above events are subject to change or cancellation.*



**CITY OF HAMPTON**  
**DEPARTMENT OF**  
**ECONOMIC DEVELOPMENT**

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## Hampton Briefs

**CCA Marine Division**, a Hampton company, has been accepted to participate in the state's two-year VALET (Virginia Leaders in Export Trade) Program. Service providers such as attorneys, web designers, bankers, translators and skills for the companies to expand into international markets.

**The Mitre Group and Policy Studies Incorporated** have recently relocated in the 901/903 Gateway Boulevard building in Hampton Roads Center South. The two companies together will occupy 18,917 sq. ft. and 8,920 sq. ft. respectively. Mitre is a non-profit company that works in partnership with the government applying systems engineering and advanced technology to address issues of

critical national importance. Policy Studies provide child support enforcement services. The building has nearly 11,000 sq. ft. of additional space available for lease.

**Virginia Business Appreciation Week** will be celebrated throughout the commonwealth the week of May 17-21, 2004. This event acknowledges the contributions of companies to the local economy. Hampton will kick off a series of events - a week early - the week of May 10.

**Hampton will host Neighborhood Month**, an annual month-long celebration of neighborhoods, this May. This event is sponsored by the Neighborhood Commission and planned by citizen volunteers. This event provides the communities with

numerous opportunities to celebrate and participate in projects that make their neighborhoods a place they can proudly call home. A kick-off meeting is planned on Sat., April 24, 10 am-4 pm in downtown Hampton at City Hall. Call 764-9581 or e-mail: [preprd@cox.net](mailto:preprd@cox.net) for details.

**Sentara CarePlex Hospital** in Hampton received the 2003 Best Institutional Public Building Award of Merit from the Hampton Roads Association of Commercial Real Estate (HRACRE). Judges comments: The hospital creates a sense of arrival and clarified circulation. Public spaces are full of light and shaped corridors break the mold and serve the clients' needs. The design builds confidence in the care given. ■